

Message Text

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ACTION EUR-12

INFO OCT-01 NEA-10 ISO-00 DOE-15 SOE-02 SP-02 ICA-11
AID-05 EB-08 NSC-05 TRSE-00 SS-15 STR-07 OMB-01
CEA-01 CIAE-00 COME-00 FRB-03 INR-10 NSAE-00
XMB-02 OPIC-03 LAB-04 SIL-01 PA-01 L-03 H-01
/123 W

-----039566 241603Z /64

R 241000Z APR 78
FM AMEMBASSY ANKARA
TO SECSTATE WASHDC 1632
INFO AMEMBASSY BAGHDAD
AMEMBASSY TRIPOLI
AMCONSUL ISTANBUL

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E.O. 11652: N/A
TAGS: ENRG, EINV, TU
SUBJECT: COMMENTS OF MOBIL OIL CO. (TURKEY) MANAGER

REF: ANKARA 2865

1. MOBIL IS STILL UNDER THREAT OF DIVESTITURE ORDER UNLESS IT RESUMES OPERATIONS AT ATAS REFINERY AT FULL CAPACITY BY MAY 18, 1978, ACCORDING TO MOBIL'S MANAGING DIRECTOR IN TURKEY, MARC CASANOVA. IN A CALL APRIL 20 ON EMBASSY E/C COUNSELOR, CASANOVA SAID HE HAD JUST HAD LONG CONVERSATION WITH A NEW UNDERSECRETARY IN THE MINISTRY OF ENERGY WHO LISTENED ATTENTIVELY TO CASANOVA'S RECAPITULATION OF MOBIL'S PROBLEMS IN TURKEY BUT OFFERED NO ENCOURAGEMENT THAT A SOLUTION SATISFACTORY TO MOBIL COULD BE REACHED BEFORE EXPIRATION OF THE NINETY-DAY PERIOD. CASANOVA ALSO CONFIRMED PRESS REPORTS THAT BP HAD OFFERED TO SELL ITS 17 PERCENT SHARE IN ATAS REFINERY TO TPAO (TURKISH STATE PETROLEUM COMPANY).

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2. CASANOVA OFFERED FOLLOWING COMMENTS IN RESPONSE TO QUESTIONS ON PETROLEUM SITUATION IN TURKEY IN GENERAL:

A. PETROLEUM PRODUCTS, INCLUDING GASOLINE, ARE NOT IN PARTICULARLY SHORT SUPPLY AT PRESENT, EXCEPT PERHAPS IN SOUTHEASTERN TURKEY. ALTHOUGH TURKS HAVE HAD DIFFICULTY, BECAUSE OF PAYMENTS PROBLEMS, WITH SOME OF NORMAL

SOURCES OF SUPPLY (MAINLY IRAQ), SEVERE SHORTAGE HAS BEEN AVOIDED BY PURCHASES THROUGH BROKERS ON SPOT MARKET. TURKEY HAS STORAGE CAPACITY FOR UP TO ONE MONTHS' SUPPLY, SOMEWHAT GREATER THAN IS GENERALLY UNDERSTOOD. HE DID NOT INDICATE HOW MUCH OF THIS CAPACITY IS CURRENTLY BEING UTILIZED.

B. TURKEY RECEIVED NO SHIPMENTS OF CRUDE FROM IRAQ DURING THE FIRST THREE MONTHS OF 1978 BECAUSE OF PAYMENTS PROBLEM. TURKS, ACCORDING TO CASANOVA, OFFERED TO PAY \$20 MILLION CASH FOR A SHIPMENT OF IRAQI CRUDE DURING THIS PERIOD; IRAQIS INSISTED ON APPLYING IT TO ARREARS AND TURKS AT THAT POINT TURNED TO SPOT PURCHASES.

C. TURKS HAVE ALSO BEEN FRUSTRATED IN EFFORTS TO INCREASE PURCHASES FROM LIBYANS IN ORDER TO SWITCH AWAY FROM IRAQ. DURING RECENT TALKS (REFTEL) THEY REQUESTED LIBYANS TO INCREASE SHIPMENTS TO BETWEEN 6 AND 9 MILLION TONS PER YEAR. LIBYANS RESPONDED THAT THEY WERE UNABLE TO INCREASE BEYOND PRESENT 3 MILLION TONS A YEAR, OFFERING ONLY TO STRETCH OUT PAYMENT TERMS ON ABOUT 20 PERCENT OF THIS AMOUNT.
SPIERS

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